

Message Text

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20

ACTION PM-04

INFO OCT-01 EUR-12 NEA-10 ISO-00 CIAE-00 INR-07 NSAE-00

DODE-00 SS-15 NSC-05 COME-00 EB-07 TRSE-00 OMB-01

XMB-04 /066 W

----- 088854

R 040718Z SEP 75

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 1296

INFO AMEMBASSY BONN

AMEMBASSY ISLAMABAD

AMCONSUL KARACHI

USMISSION BERLIN

AMCONSUL BREMEN

AMCONSUL DUSSELDORF

AMCONSUL HAMBURG

AMCONSUL MUNICH

AMCONSUL STUTTGART

UNCLAS FRANKFURT 5837

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJ: MAJOR MILITARY SALES OPPORTUNITY: SPARE PARTS FOR SHERMAN TANKS

SUMMARY:

GERMAN FIRM SEEKS BIDS BY U.S. SUPPLIERS ON BEHALF OF
ITS PAKISTANI AGENT FOR TENDER FOR REPLACEMENT PARTS
FOR SHERMAN TANKS DESTINED FOR FOR PAKISTAN ARMY.

BID DEADLINE SEPTEMBER 20. OFFER DEADLINE BY U.S.

SUPPLIER SEPTEMBER 13/15. END OF SUMMARY

1. MR. JUERGEN E. LIST, OWNER OF LIST-ELECTRONIC (WTDR APRIL
1975), D-61 DARMSTADT-EBERSTADT (TELEPHONE 06151-56000), CON-
TACTED THE CONSULATE GENERAL ON BEHALF OF HIS AGENT IN PAKISTAN
WHO IS SEEKING U.S. SUPPLIERS FOR REPLACEMENT PARTS FOR
SHERMAN TANKS IN ORDER TO BID ON A TENDER, ALLEGEDLY BY THE
PAKISTAN GOVERNMENT, WITH A SEPTEMBER 20, 1975 DEADLINE.

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2. MR. LIST ASKS THAT SUITABLE U.S. SUPPLIERS BE LOCATED, AND ENCOURAGED TO TRANSMIT THEIR OFFERS TO INDUS TRADING CORPORATION, 8, BADRI BUILDING I.I. CHUNGRIGAR RD., KARACHI-2, PAKISTAN, BEFORE SEPTEMBER 12-15, 1975 SO THAT INDUS CAN REPLY TO THE SEPTEMBER 20 TENDER DEADLINE.

3. LIST ELECTRONIC IS A WELL-REGARDED SMALL DISTRIBUTOR OF ELECTRONICS AND INSTRUMENT SPECIALTIES WHICH REPRESENTS SEVERAL U.S. FIRMS. NO FIRM INFORMATION IS AVAILABLE IN FRANKFURT ON INDUS TRADING CORPORATION. LIST, IN A LETTER TO THE CONSULATE GENERAL, STATES THAT INDUS IS A SUPPLIER TO THE PAKISTANI GOVERNMENT AND PAKISTANI DEFENSE FORCES. LIST FURTHER STATES THAT LIST ITSELF HAS MADE SHIPMENTS TO THE PAKISTANI DEFENSE FORCES. LIST HAS NO EXPLANATION WHY THESE REPLACEMENT PARTS ARE NOT OBTAINED DIRECTLY VIA PAKISTANI GOVERNMENT -- USG CONTACTS.

4. ACTION REQUESTED: IF THE DEPARTMENT OF STATE DETERMINES THAT THIS SALE WOULD BE CONSISTENT WITH USG POLICY, FRANKFURT REQUESTS THAT THIS BE HANDLED AS A COMMERCIAL SALE VIA COMMERCE CHANNELS. HOWEVER, IN VIEW OF THE SEPTEMBER 13-15 DUE DATE FOR U.S. OFFERS, ANY ACTION TO GO AHEAD AND RECRUIT U.S. SUPPLIERS SHOULD BE DONE ON AN EXPEDITED BASIS.

5. DETAILED LIST OF PARTS AND SPECIFICATIONS WILL FOLLOW BY SEPARATE CABLE. LEHMANN

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NNN

Message Attributes

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Margaret P. Grafeld
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06 JUL 2006

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